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0 4 NOV 1988

MEMORANDUM FOR: Executive Director

VIA: Deputy Director for Administration

FROM: John M. Ray  
Director of LogisticsSUBJECT: FY 1988 Competitive Procurement Effort ☐

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REFERENCE: Memoranda for All Deputy Directors fm ExDir, dtd 7 Mar 88,  
Subject: Increased Competition in Agency Procurement for FY 1988

1. This memorandum provides information concerning the fiscal year (FY) 1988 procurement program. ☐

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2. Progress toward improved competitive activity was reported to Agency directorates and offices on a quarterly basis for the second year in FY 1988, providing a basis for comparison with the efforts of the previous year. Beginning in October 1987, the method of coding competitive activity was aligned with that of the rest of the Federal Government, and guidelines for using the new coding system were provided to all contracting elements. ☐

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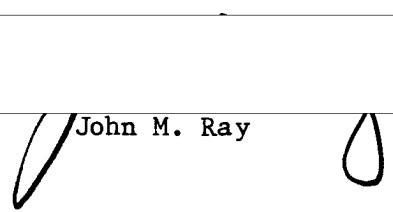
3. The results of these efforts are demonstrated in the marked increases in both competitively awarded actions and dollars Agency-wide. The first chart displays the FY 1988 program results. Although the realignment of the coding for competition is considered to be the primary cause for the dramatic increase in competitive awards, we believe increased awareness on the part of Agency components has contributed greatly to our success. For this reason, we are not attaching the memoranda initiating the goal-setting process as in previous years. ☐

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4. Continued success is dependent upon the commitment of all directorates and offices to ensure that the Agency receives the greatest value in return for the expenditure of its funds. The Office of Logistics will continue to provide quarterly progress reports to all directorates and offices with at least 10 contract actions and \$100,000 in obligated dollars on a cumulative basis so that progress can be monitored. ☐

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John M. Ray

Attachment (five charts)

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SUBJECT: FY 1988 Competitive Procurement Effort

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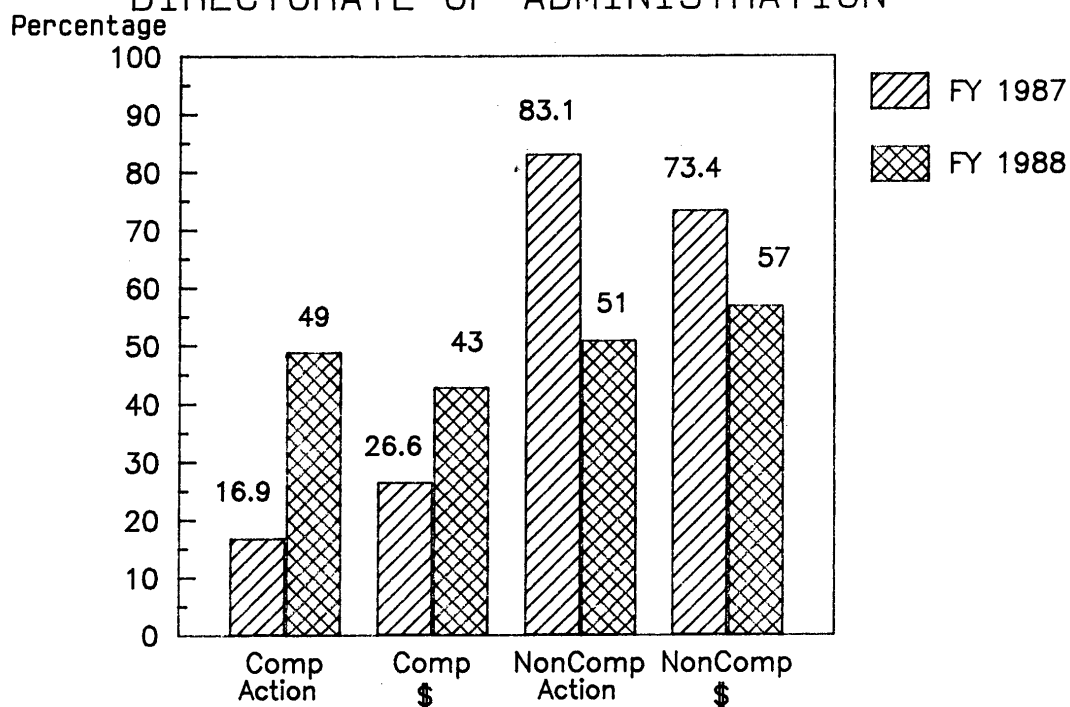
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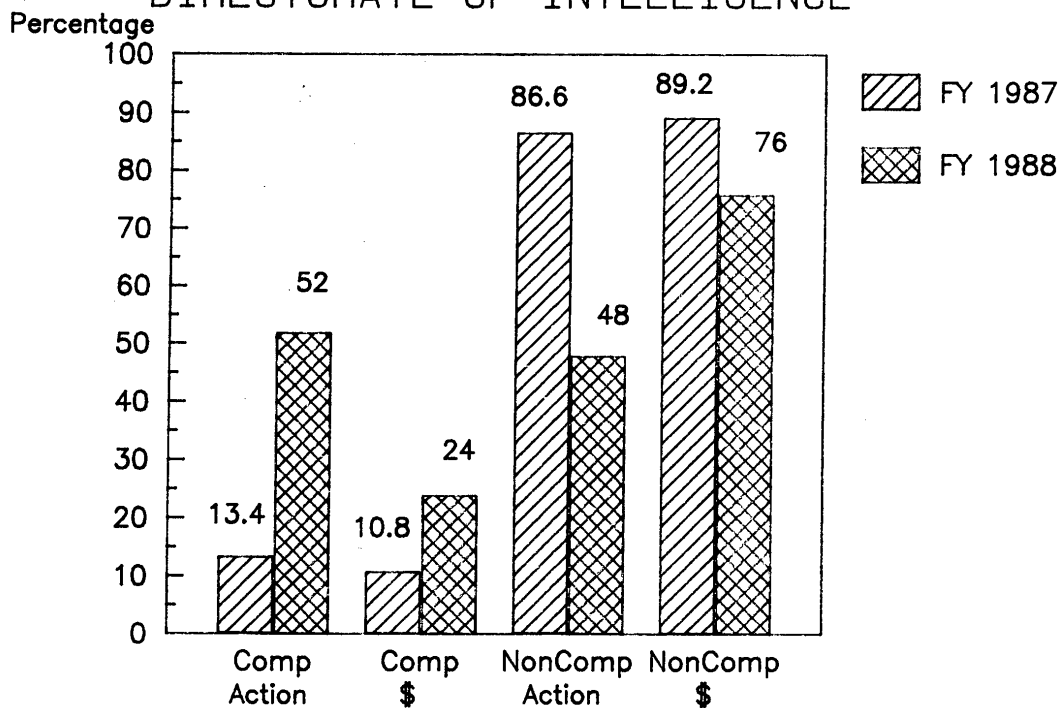
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# FY 1988 COMPETITIVE PROCUREMENT EFFORT DIRECTORATE OF ADMINISTRATION



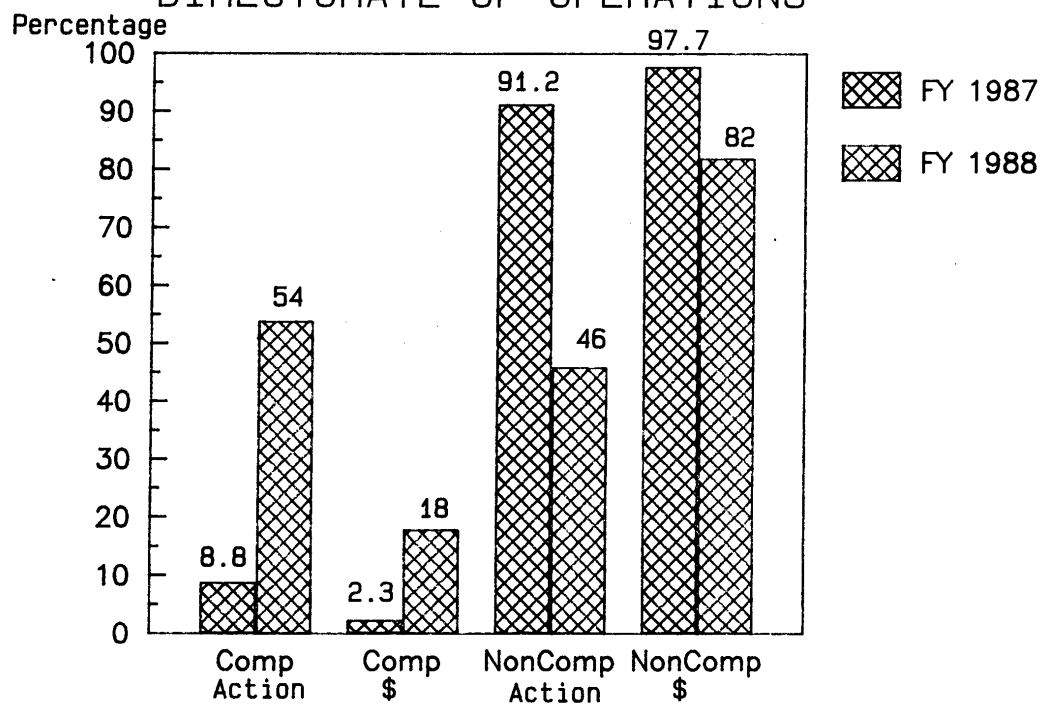
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## FY 1988 COMPETITIVE PROCUREMENT EFFORT DIRECTORATE OF INTELLIGENCE



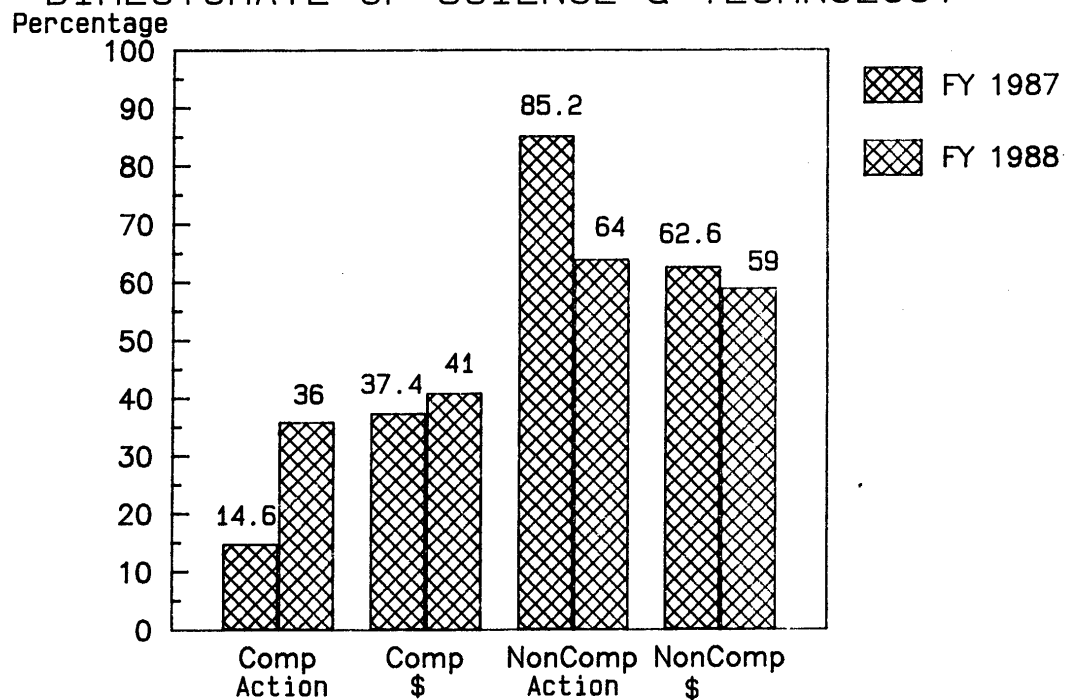
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## FY 1988 COMPETITIVE PROCUREMENT EFFORT DIRECTORATE OF OPERATIONS



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## FY 1988 COMPETITIVE PROCUREMENT EFFORT DIRECTORATE OF SCIENCE & TECHNOLOGY



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